



The Travel Awards

MEDIA PARTNER

Better
Homes
and Gardens

PRINCIPAL PARTNER

CRYSTAL

ENTRIES CLOSE

30 August

LATE ENTRIES CLOSE

06 September

FINALISTS ANNOUNCED

03 October

AWARDS NIGHT

29 November

ENTRY CRITERIA

Home Based Agency Group of The Year

This category is for travel agency groups that serve their customers (both corporate and consumer) using travel agents that work remotely, often from home.

In submitting your entry, we ask you to think about the period of business from the financial year of 2018/2019 – from 1 July 2018 to 30 June 2019.

Please answer the following questions

Question 1 (300 words max)

Please give an overview of your business. We recommend splitting this into the following sections:

- a) A brief description of what the business offers to the end customer.
- b) Any significant achievements from the judging period.
- c) Organisation size, staffing and an overview of operating budget. The judges are respectful of privacy, have signed an NDA and are not necessarily expecting specific financials (however, you can supply details if you feel appropriate). Percentage growth in terms of profit, revenue and TTV are expected.

10 points

Question 2 (150 words max)

How does the business excel at customer service delivery?

20 points

Question 3 (400 words max)

Why should your company be crowned Home Based Travel Agency of the Year?

30 points

Question 4 (600 words max)

What does the company do to create great organisational culture, drive recruitment of home based agents and ensure strong staff retention?

40 points